

Message Text

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PAGE 01 STATE 059799

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FM SECSTATE WASHDC

TO AMEMBASSY NEW DELHI

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E.O.11652: N/A

TAGS: ETRD, BTRA, IN

SUBJECT: INDIAN TRADE MISSION

1. ARJUN ASRANI, COMMERCIAL MINISTER OF INDIAN EMBASSY, TELEPHONED COMMERCE, OIM/FE, ON MARCH 12 TO CONVEY MESSAGE FROM ROMA MAZUMDAR THAT INDIAN ENGINEERING EXPORT PROMOTION COUNCIL PROPOSES TO SEND MARKET STUDY TEAM TO UNITED STATES NEXT MONTH. ASRANI REQUESTED USDOC VIEWS ON WHETHER CURRENT U.S. ECONOMIC CONDITIONS AND MARKET FOR HARDWARE PRODUCTS IN PARTICULAR MADE MISSION AT THIS TIME ADVISABLE.

2. PROPOSED TEAM, PROBABLY INCLUDING SIX MANUFACTURERS, SECRETARY GENERAL OF IEEP, AND MINISTRY OF COMMERCE OFFICIAL (E.G., MAZUMDAR), WISHES TO EXPLORE SALES POSSIBILITIES FOR HAND TOOLS, FORGINGS AND CASTINGS, BARBED WIRE, BICYCLE CHAINS, ETC. ARRIVING MID-APRIL, GROUP WOULD VISIT SELECTED U.S. CITIES COAST TO COAST FOR THREE WEEKS AND ALSO SPEND ONE WEEK IN CANADA.

3. FOLLOWING DISCUSSION WITH COMMERCE COMMODITY EXPERTS, ASRANI WAS INFORMED THAT FOR PRODUCTS NAMED TIGHT SUPPLY SITUATION OF YEAR OR TWO HAS DISAPPEARED, LEAVING LOWER PRICES AND BUYERS' MARKET IN WHICH OTHER ESTABLISHED

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FOREIGN SUPPLIERS HAVE ADVANTAGE. HOWEVER, EXPLORATORY

MISSION MIGHT HAVE LONG-RANGE VALUE AND COMMERCE STILL

PREPARED, IF DESIRED, TO FACILITATE MISSION THROUGH
INFORMAL ASSISTANCE.

4. ASRANI GENERALLY AGREED WITH ABOVE ASSESSMENT AND
SEEMED PREPARED TO ADVISE MINISTRY OF COMMERCE THAT A
MISSION THIS FALL MIGHT ENCOUNTER BETTER ECONOMIC CLIMATE
AND ACHIEVE GREATER SUCCESS. IF SUBJECT BROACHED TO
EMBASSY, SUGGEST CONVEYING THIS SAME RECOMMENDATION.
ADVISE USDOC IF INDIANS APPEAR INTENT ON PURSUING PROJECT.
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